

May 2020



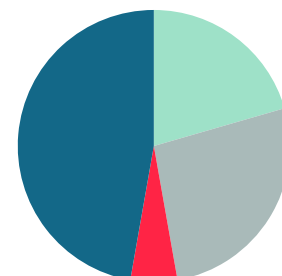
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	May 2020	+/-%
Closed Listings	1,516	1,251	-17.48%
Pending Listings	1,386	1,627	17.39%
New Listings	1,984	1,776	-10.48%
Median List Price	184,250	191,489	3.93%
Median Sale Price	182,000	190,695	4.78%
Median Percent of Selling Price to List Price	99.58%	100.00%	0.42%
Median Days on Market to Sale	16.00	12.00	-25.00%
End of Month Inventory	3,912	2,879	-26.41%
Months Supply of Inventory	3.28	2.41	-26.62%



■ Closed (20.52%)
■ Pending (26.69%)
■ Other OffMarket (5.56%)
■ Active (47.23%)

Absorption: Last 12 months, an Average of **1,195** Sales/Month
Active Inventory as of May 31, 2020 = **2,879**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **26.41%** to 2,879 existing homes available for sale. Over the last 12 months this area has had an average of 1,195 closed sales per month. This represents an unsold inventory index of **2.41** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.78%** in May 2020 to \$190,695 versus the previous year at \$182,000.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 4.00 days or **25.00%** in May 2020 compared to last year's same month at **16.00** DOM.

Sales Success for May 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 1,776 New Listings in May 2020, down **10.48%** from last year at 1,984. Furthermore, there were 1,251 Closed Listings this month versus last year at 1,516, a **-17.48%** decrease.

Closed versus Listed trends yielded a **70.4%** ratio, down from previous year's, May 2019, at **76.4%**, a **7.82%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

May 2020



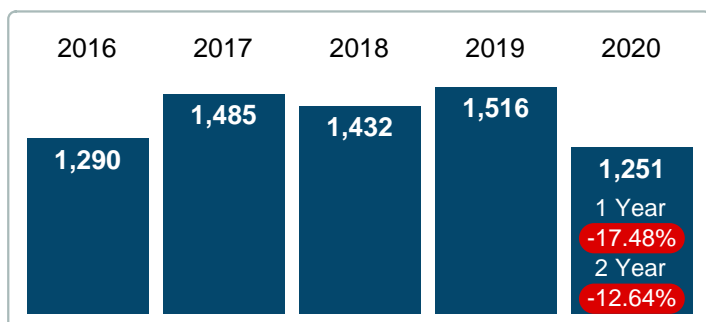
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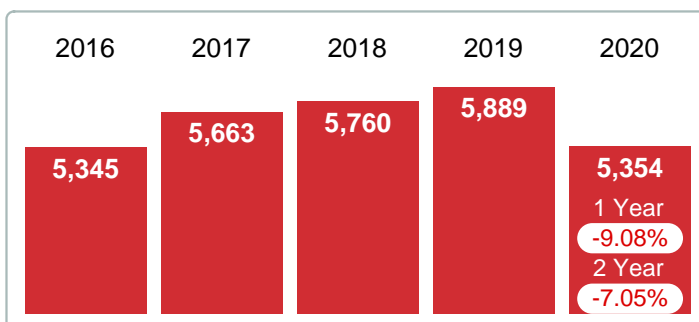
CLOSED LISTINGS

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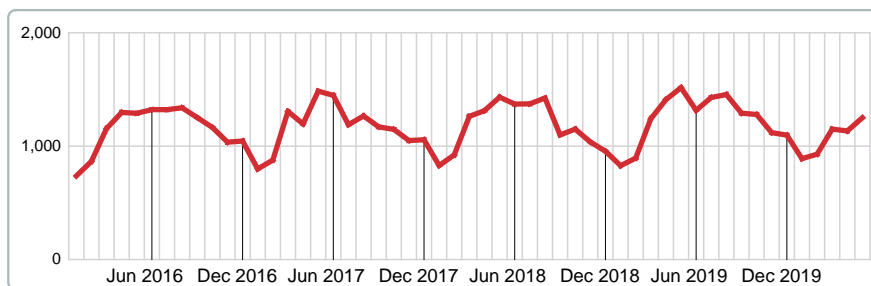
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,395

High May 2019 1,516 Low Jan 2016 737

Closed Listings this month at 1,251 below the 5 yr MAY average of 1,395



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	94	7.51%	22.5	44	44	5	1
\$75,001 - \$125,000	145	11.59%	9.0	34	96	15	0
\$125,001 - \$150,000	119	9.51%	6.0	10	101	8	0
\$150,001 - \$200,000	329	26.30%	9.0	20	226	79	4
\$200,001 - \$275,000	283	22.62%	15.0	7	137	134	5
\$275,001 - \$375,000	154	12.31%	18.0	3	50	88	13
\$375,001 and up	127	10.15%	39.0	4	27	72	24
Total Closed Units	1,251			122	681	401	47
Total Closed Volume	274,130,474	100%	12.0	14.58M	127.43M	111.98M	20.14M
Median Closed Price	\$190,695			\$103,500	\$169,999	\$250,000	\$388,000

May 2020



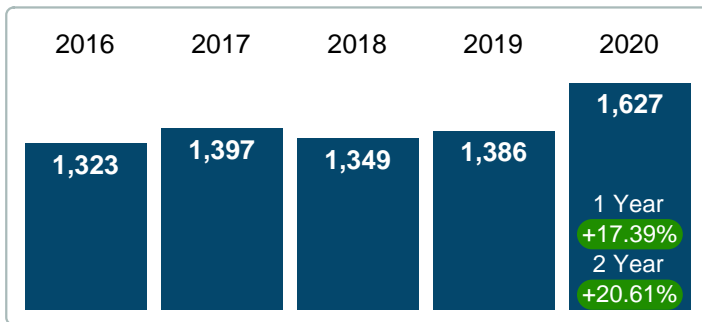
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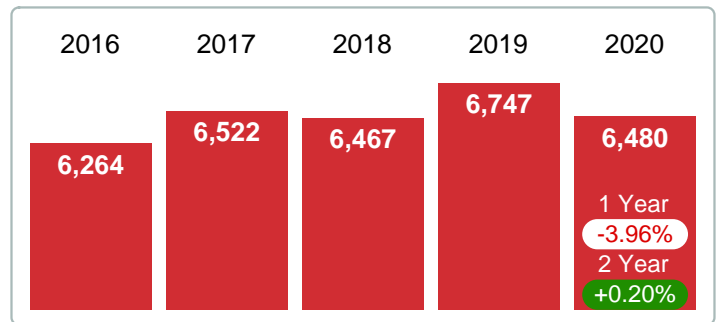
PENDING LISTINGS

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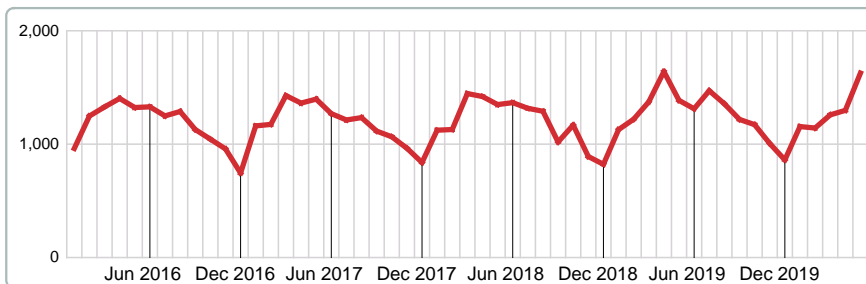
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

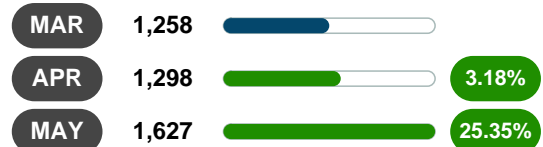


3 MONTHS

5 year MAY AVG = 1,416

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at **1,627** above the 5 yr MAY average of **1,416**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	103	6.33%	26.0	52	46	5	0
\$75,001 - \$125,000	200	12.29%	9.0	46	138	16	0
\$125,001 - \$150,000	162	9.96%	7.0	27	117	16	2
\$150,001 - \$225,000	508	31.22%	6.5	25	355	124	4
\$225,001 - \$300,000	293	18.01%	18.0	11	117	150	15
\$300,001 - \$375,000	162	9.96%	23.0	3	50	90	19
\$375,001 and up	199	12.23%	48.0	1	31	122	45
Total Pending Units	1,627			165	854	523	85
Total Pending Volume	380,643,923	100%	13.0	19.66M	162.27M	161.41M	37.31M
Median Listing Price	\$199,900			\$110,000	\$172,500	\$275,000	\$390,000

May 2020



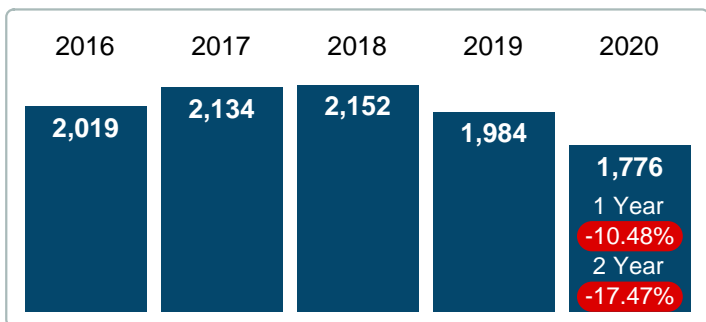
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



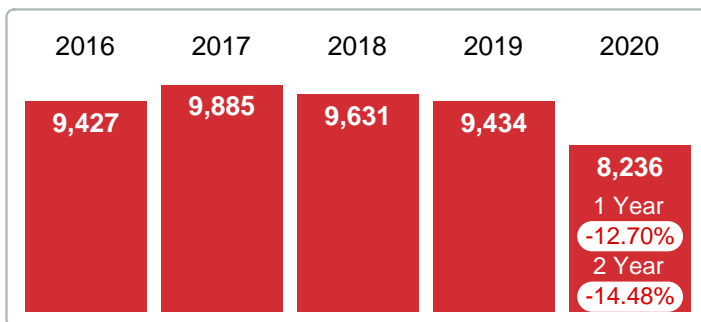
NEW LISTINGS

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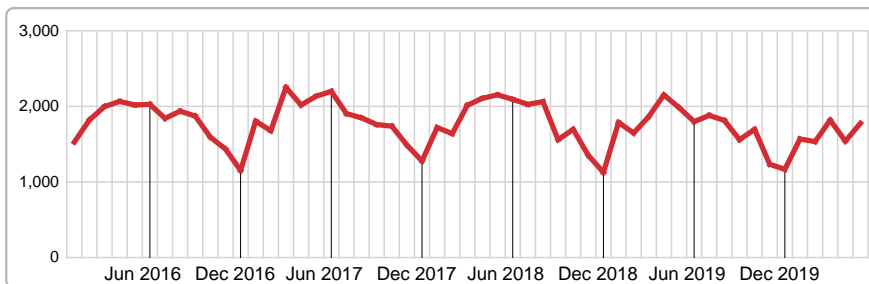
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2,013

High Mar 2017 2,251 Low Dec 2018 1,126

New Listings this month at 1,776 below the 5 yr MAY average of 2,013



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	115	6.48%	63	43	7	2
\$75,001 - \$125,000	211	11.88%	53	137	20	1
\$125,001 - \$175,000	323	18.19%	30	255	36	2
\$175,001 - \$225,000	355	19.99%	21	213	113	8
\$225,001 - \$325,000	365	20.55%	6	158	181	20
\$325,001 - \$500,000	228	12.84%	5	55	130	38
\$500,001 and up	179	10.08%	1	40	80	58
Total New Listed Units	1,776		179	901	567	129
Total New Listed Volume	496,953,049	100%	21.66M	201.88M	197.02M	76.38M
Median New Listed Listing Price	\$209,900		\$95,700	\$179,900	\$282,750	\$470,000

May 2020



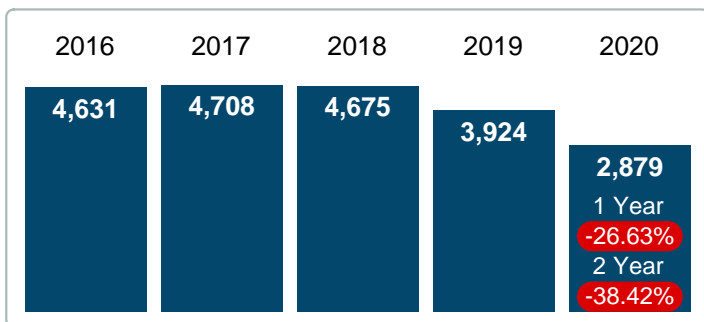
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



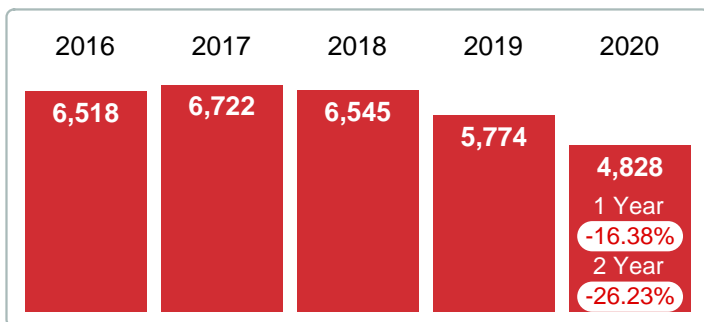
ACTIVE INVENTORY

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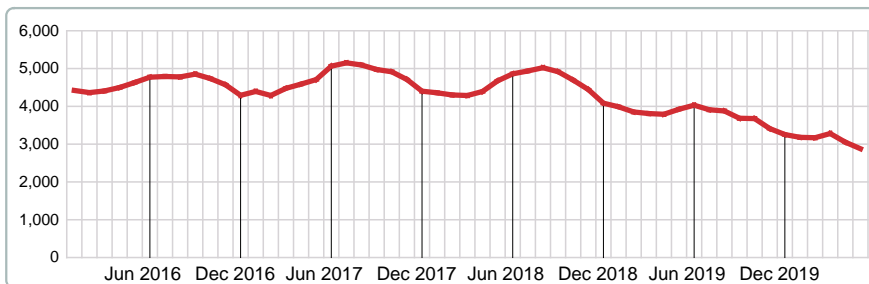
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4,163

High Jul 2017 5,151 Low May 2020 2,879

Inventory this month at **2,879**
below the 5 yr MAY average of **4,163**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	242	8.41%	75.5	122	89	27	4
\$75,001 - \$125,000	315	10.94%	79.0	96	179	35	5
\$125,001 - \$200,000	482	16.74%	40.5	48	313	108	13
\$200,001 - \$325,000	722	25.08%	40.0	24	339	305	54
\$325,001 - \$425,000	447	15.53%	61.0	12	136	236	63
\$425,001 - \$675,000	375	13.03%	58.0	6	73	204	92
\$675,001 and up	296	10.28%	72.0	5	40	118	133
Total Active Inventory by Units		2,879		313	1,169	1,033	364
Total Active Inventory by Volume		1,020,118,588	100%	43.60M	301.57M	428.09M	246.86M
Median Active Inventory Listing Price		\$264,000		\$102,500	\$201,682	\$349,900	\$514,700

May 2020



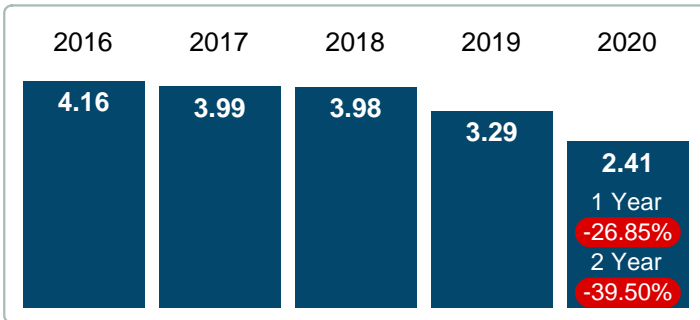
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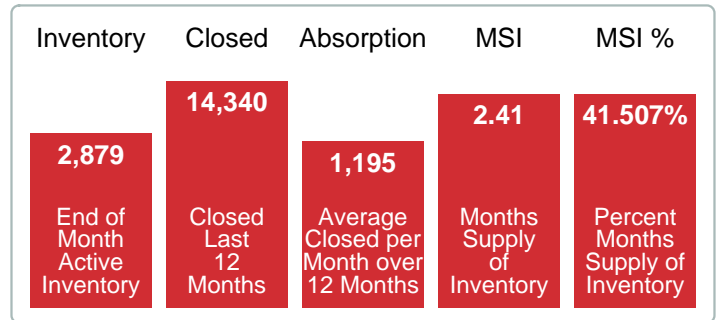
MONTHS SUPPLY of INVENTORY (MSI)

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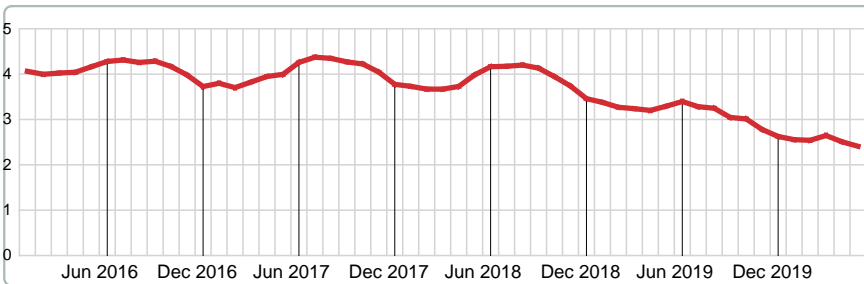
MSI FOR MAY



INDICATORS FOR MAY 2020

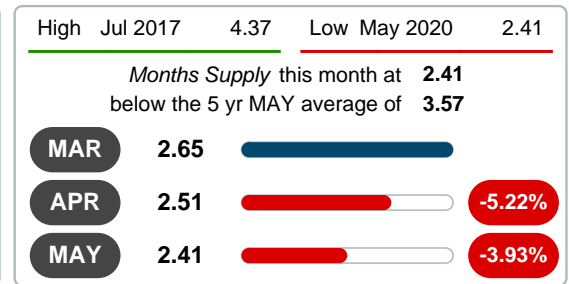


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.57



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	242	8.41%	2.13	2.44	1.60	3.64	6.00
\$75,001 - \$125,000	315	10.94%	1.84	2.98	1.44	2.50	5.45
\$125,001 - \$200,000	482	16.74%	1.12	1.75	1.00	1.30	2.26
\$200,001 - \$325,000	722	25.08%	2.27	2.44	2.40	2.04	3.18
\$325,001 - \$425,000	447	15.53%	4.79	8.47	5.42	4.16	6.25
\$425,001 - \$675,000	375	13.03%	7.25	18.00	6.74	7.26	7.36
\$675,001 and up	296	10.28%	17.33	20.00	15.48	14.02	22.80
Market Supply of Inventory (MSI)			2.41	2.57	1.74	2.97	6.90
Total Active Inventory by Units		100%	2,879	313	1,169	1,033	364

May 2020



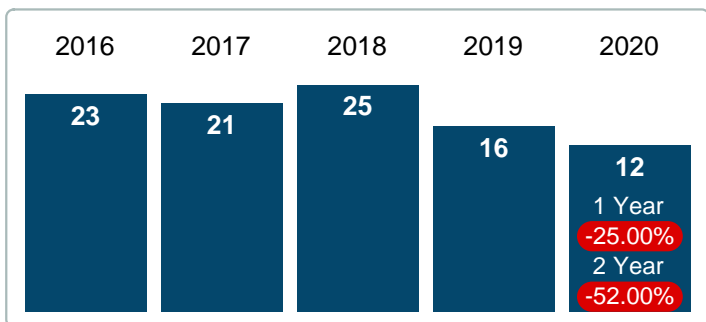
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



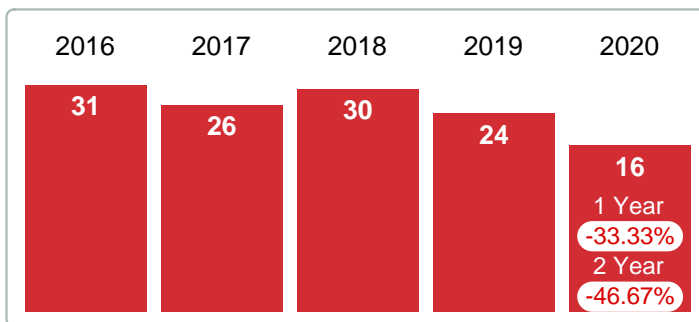
MEDIAN DAYS ON MARKET TO SALE

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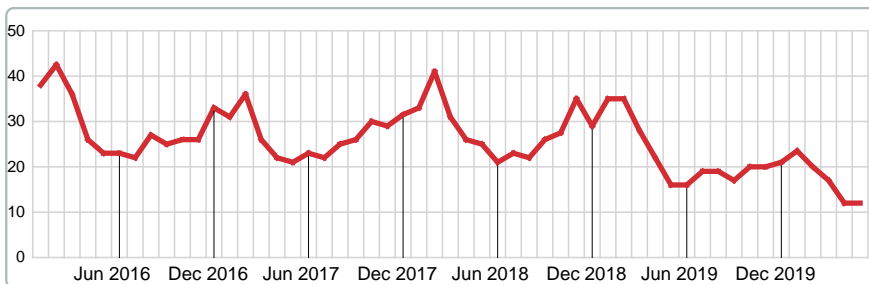
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

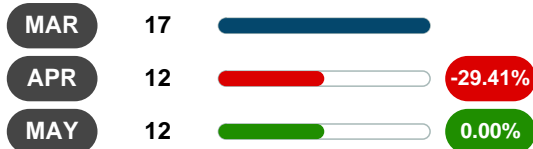


3 MONTHS

5 year MAY AVG = 19

High Feb 2016 43 Low May 2020 12

Median Days on Market to Sale this month at 12 below the 5 yr MAY average of 19



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7.51%	23	24	14	58	39
\$75,001 - \$125,000	11.59%	9	6	9	20	0
\$125,001 - \$150,000	9.51%	6	6	6	7	0
\$150,001 - \$200,000	26.30%	9	11	8	13	12
\$200,001 - \$275,000	22.62%	15	9	8	19	8
\$275,001 - \$375,000	12.31%	18	39	18	19	17
\$375,001 and up	10.15%	39	10	25	52	44
Median Closed DOM		12	12	8	20	23
Total Closed Units	100%	1,251	122	681	401	47
Total Closed Volume		274,130,474	14.58M	127.43M	111.98M	20.14M

May 2020



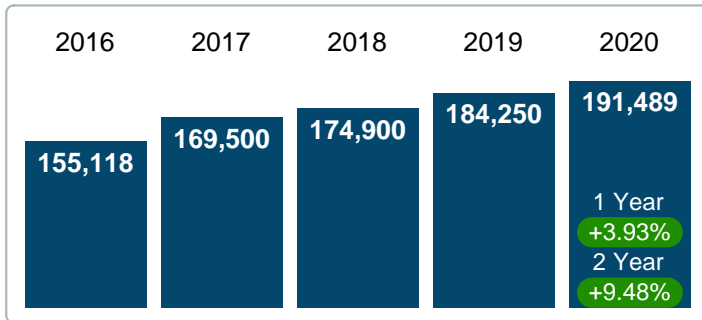
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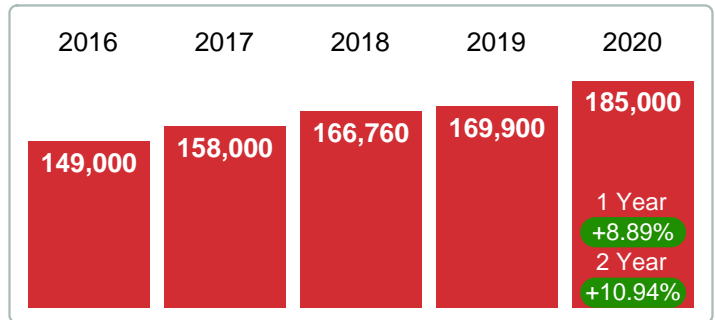
MEDIAN LIST PRICE AT CLOSING

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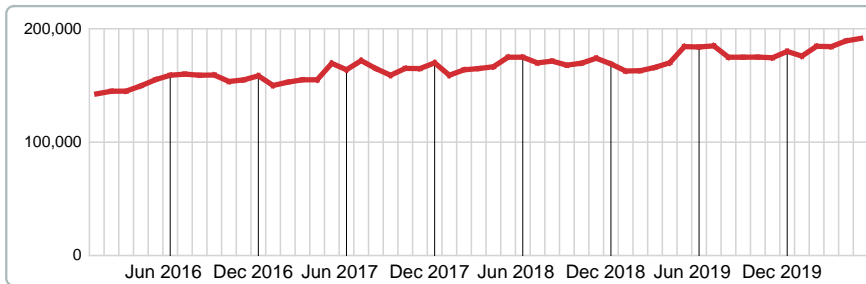
MAY



YEAR TO DATE (YTD)

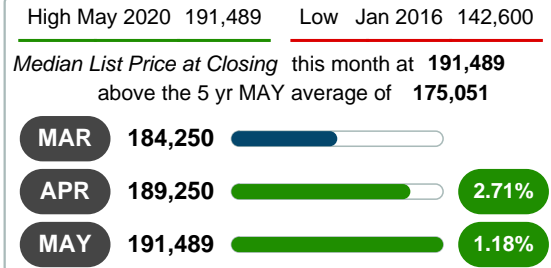


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 175,051



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	90	7.19%	50,000	49,900	50,000	61,000	74,000
\$75,001 - \$125,000	143	11.43%	105,900	99,745	109,900	111,000	0
\$125,001 - \$150,000	121	9.67%	139,000	139,900	139,000	132,500	0
\$150,001 - \$200,000	330	26.38%	174,900	175,000	171,900	180,000	179,000
\$200,001 - \$275,000	283	22.62%	235,000	235,000	229,900	239,900	247,500
\$275,001 - \$375,000	152	12.15%	315,000	304,450	319,000	310,000	329,000
\$375,001 and up	132	10.55%	460,516	427,500	477,250	450,000	504,450
Median List Price			191,489	105,000	169,999	250,285	390,000
Total Closed Units		100%	1,251	122	681	401	47
Total Closed Volume			278,352,738	14.97M	129.08M	113.55M	20.76M

May 2020



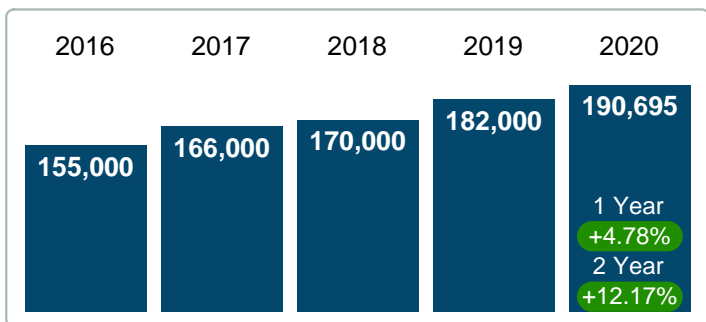
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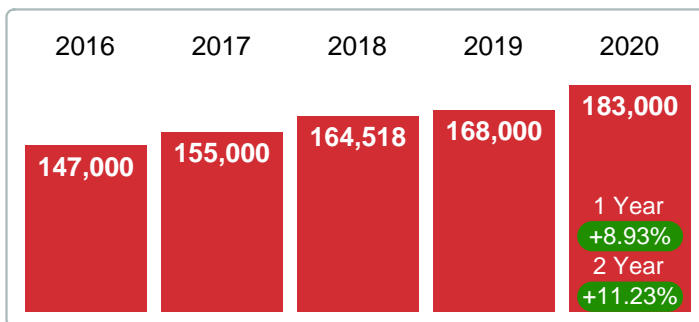
MEDIAN SOLD PRICE AT CLOSING

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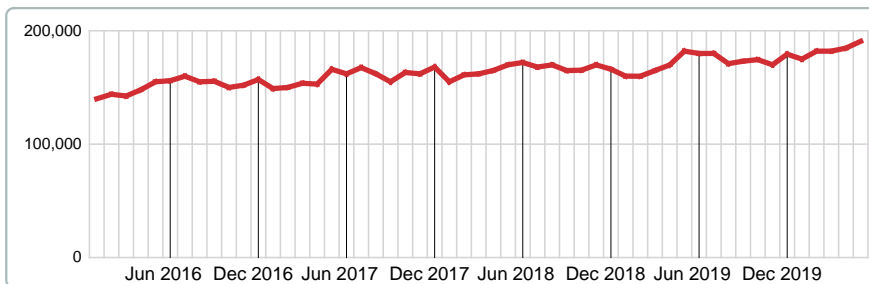
MAY



YEAR TO DATE (YTD)

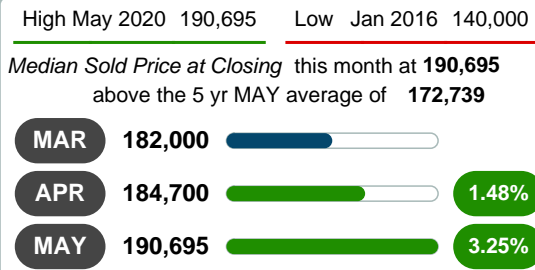


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 172,739



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7.51%	49,500	45,500	54,000	56,000	69,000
\$75,001 - \$125,000	11.59%	107,000	103,500	106,200	114,000	0
\$125,001 - \$150,000	9.51%	139,500	133,250	139,000	140,000	0
\$150,001 - \$200,000	26.30%	174,900	170,500	170,873	179,900	177,000
\$200,001 - \$275,000	22.62%	231,000	234,500	225,000	239,000	250,000
\$275,001 - \$375,000	12.31%	311,500	299,000	315,500	309,450	329,000
\$375,001 and up	10.15%	460,000	422,500	474,000	441,500	502,000
Median Sold Price		190,695	103,500	169,999	250,000	388,000
Total Closed Units	100%	1,251	122	681	401	47
Total Closed Volume		274,130,474	14.58M	127.43M	111.98M	20.14M

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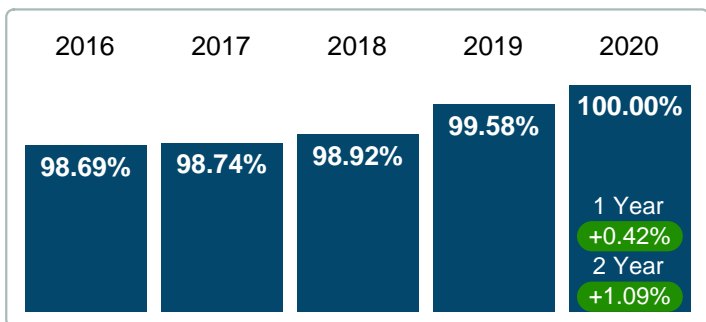
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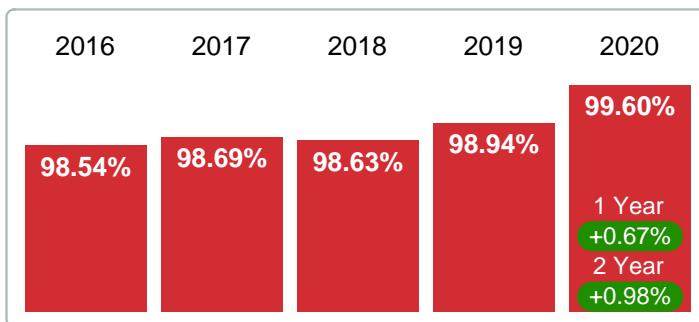
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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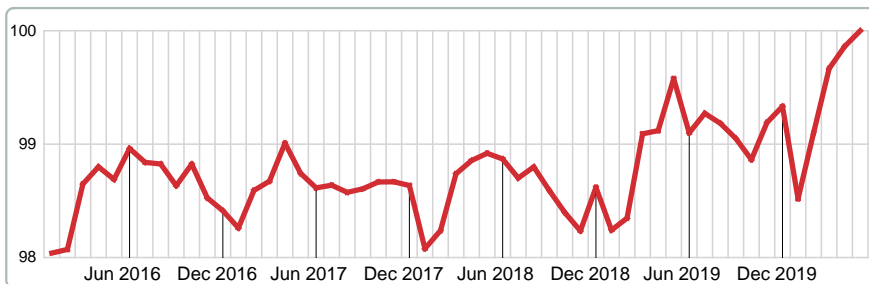
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

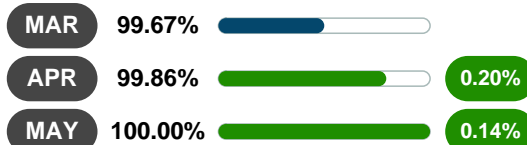


3 MONTHS

5 year MAY AVG = 99.19%

High May 2020 100.00% Low Jan 2016 98.04%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAY average of **99.19%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	94	7.51%	93.22%	92.45%	95.32%	93.20%	93.24%
\$75,001 - \$125,000	145	11.59%	100.00%	100.00%	100.00%	96.85%	0.00%
\$125,001 - \$150,000	119	9.51%	100.00%	98.60%	100.00%	97.47%	0.00%
\$150,001 - \$200,000	329	26.30%	100.00%	99.62%	100.00%	100.00%	97.60%
\$200,001 - \$275,000	283	22.62%	100.00%	97.67%	100.00%	100.00%	100.00%
\$275,001 - \$375,000	154	12.31%	99.65%	95.19%	98.76%	99.78%	100.00%
\$375,001 and up	127	10.15%	98.40%	99.06%	98.77%	98.43%	97.32%
Median Sold/List Ratio		100.00%		98.12%	100.00%	100.00%	99.62%
Total Closed Units		1,251	100%	122	681	401	47
Total Closed Volume		274,130,474		14.58M	127.43M	111.98M	20.14M

May 2020



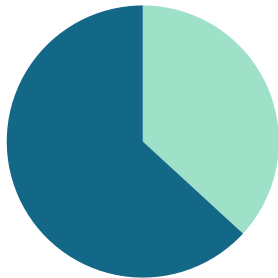
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

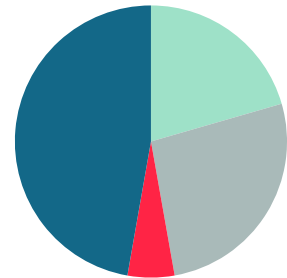


Inventory
 New Listings
1,776 = 36.82%
 Start Inventory
3,047
 Total Inventory Units
4,823
 Volume
\$1,529,581,439

Market Activity

Closed Sales
1,251 = 20.52%
 Pending Sales
1,627 = 26.69%
 Other Off Market
339 = 5.56%
 Active Inventory
2,879 = 47.23%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,516	1,251	-17.48%	5,889	5,354	-9.08%
Pending Sales	1,386	1,627	17.39%	6,747	6,480	-3.96%
New Listings	1,984	1,776	-10.48%	9,434	8,236	-12.70%
Median List Price	184,250	191,489	3.93%	169,900	185,000	8.89%
Median Sale Price	182,000	190,695	4.78%	168,000	183,000	8.93%
Median Percent of Selling Price to List Price	99.58%	100.00%	0.42%	98.94%	99.60%	0.67%
Median Days on Market to Sale	16.00	12.00	-25.00%	24.00	16.00	-33.33%
Monthly Inventory	3,912	2,879	-26.41%	3,912	2,879	-26.41%
Months Supply of Inventory	3.28	2.41	-26.62%	3.28	2.41	-26.62%

Absorption: Last 12 months, an Average of **1,195** Sales/Month

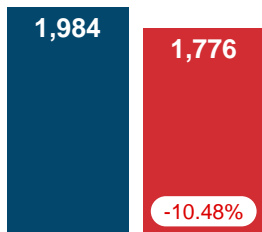
Inventory on May 31, 2020 = **2,879**

2019 **2020**

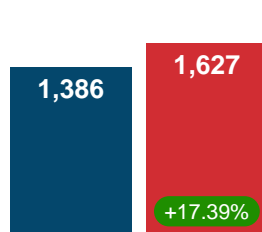
MAY MARKET

MEDIAN PRICES

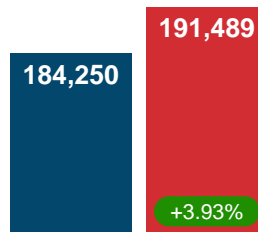
New Listings



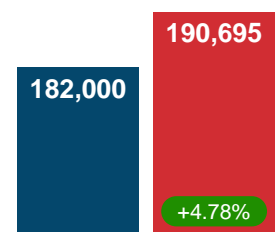
Pending Listings



List Price



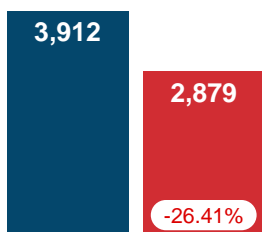
Sale Price



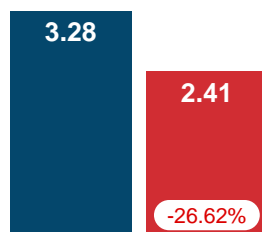
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

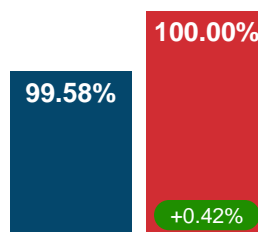
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

